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FARM BUSINESS REPORT
CENTRAL AND WESTERN WISCONSIN
1944

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Farm records, including crops and livestock production data as well as income and expense items, provide invaluable information for farm planning. These records are especially useful to the cooperating farmers as well as to supervisors who have assisted the farmers with the books. Recognizing this important source of information and the training value to those who supervise record keeping, M. F. Schwoers, State Conservationist for Wisconsin, suggested that each farm planner might well sponsor a farmer or two in this work. About forty of these records were started and 38 books were sufficiently complete to be summarized. Twenty-five of the records are summarized in this report, three in the Grant County farm record summary and the balance in the report for light soil farms in Central Wisconsin.

Receipts, expenses and operator's labor earnings.

Livestock sales accounted for about 90 per cent of the total cash receipts. Sixty per cent of this income is from the sale of dairy products and dairy cattle, twenty per cent from hog sales and nearly ten per cent from poultry. Receipts were 60 per cent higher on the highest profit farms than on the least profitable farms - the principal difference being in volume of sales in all lines rather than in differences in proportion of any one enterprise. Farm produce and house rent furnished to the farm family comprised about 9 per cent of the total gross income.

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Table 1.--Detail of earnings, 25 farms, heavy soils, Central Wisconsin, 1944

	Your farm	Ave. 25 farms	Ave. 5 highest profit farms	Ave. 5 lowest profit farms
Receipts				
Milk and cream	_____	$3241	$3470	$2186
Cattle	_____	616	645	592
Hogs	_____	828	1321	988
Poultry & eggs	_____	584	456	299
Other livestock	_____	98	28	69
Crop sales	_____	308	990	296
AAA crop payments ...	_____	63	49	45
Wood sales	_____	5	3	14
Work off farm	_____	109	215	5
Miscellaneous income	_____	168	92	58
Cash farm receipts	_____	6020	7269	4552
Family living from farm	_____	644	731	682
Inventory increase	_____	---	598	---
Gross Farm income	_____	6664	8598	5234
Expenses				
Feed	_____	876	764	599
Auto & equipment exp.	_____	449	415	420
Livestock expense ...	_____	172	219	134
Crops	_____	298	427	235
Labor hired	_____	188	227	183
Real estate expense..	_____	124	149	154
Taxes	_____	168	172	138
Insurance & misc.....	_____	118	102	83
Cash operating exp.	_____	2393	2475	1946
Livestock bought	_____	248	247	139
Equipment bought	_____	485	729	271
Real estate improve.	_____	94	160	60
Inventory decrease...	_____	144	---	850
Family labor	_____	402	420	498
Board of hired help..	_____	79	90	102
Total farm expense	_____	3845	4121	3866
Net farm income	_____	2819	4477	1368
Interest on investment	_____	877	969	812
Operator's earnings..	_____	$1942	$3508	$556

Cash operating expenses totaled nearly 40 per cent of the cash receipts, with feed constituting the largest single item of expense. In fact, feed purchases amounted to more than 40 per cent of the value of feed raised on these farms. Machinery and mechanized power expense was the second largest item of cash expense, with crop expense including seed and fertilizer purchases, next in importance. Twice as much commercial fertilizer per acre of crops was purchased on the highest profit farms as on the last profitable farms.

Net income, in terms of operator's labor earnings, averaged about 30 per cent of the gross receips on the 25 farms, as compared with 40 per cent on the most profitable farms and 10 per cent on the least profitable farms. Net farm incomes ranged from $208 to $4333 -- a difference of over $4000.

Crop production affects net income.

The most profitable farms had 10 acres more cropland as well as $10 per acre higher value of crops than the low income farms. The greater value of crops per acre came chiefly from higher yields per acre, although the most profitable farms also had more canning peas, hemp and potatoes. Hay yields were about 9 per cent higher on the most profitable farms, while corn yeilds were nearly 30 per cent higher and oat yields, 55 per cent higher.

Table 2.--Acreages of crops, 25 farms, heavy soils, Central Wisconsin, 1944

	Your farm	Ave. 25 farms	5 farms highest income	5 farms lowest income
Alfalfa Hay	_____	3.0	6.8	1.9
Clover hay	_____	3.4	7.8	---
Mixed hay	_____	23.7	7.6	19.0
Misc. tame hay.....	_____	1.2	---	---
Marsh hay	_____	1.7	---	---
Total hay	_____	33.0	22.2	20.9
Corn, grain	_____	7.7	11.0	11.4
Corn, silage	_____	10.7	9.8	2.6
Corn Fodder	_____	1.4	---	3.9
Total corn	_____	19.8	20.8	17.9
Oats	_____	18.4	23.8	20.6
Barley	_____	.9	---	.6
Miscellaneous grain ...	_____	1.2	.4	1.6
Total grain	_____	20.5	24.2	22.8
Soybeans, grain	_____	.4	.6	---
Canning peas	_____	1.3	2.7	2.2
Miscellaneous crops ...	_____	1.5	4.2	1.0
Total crops	_____	76.5	74.7	64.8
Acres in farm	_____	161.6	141.6	157.6
% of farm in crops	_____	47.3	52.8	41.1
% cropland in hay	_____	43	30	32
% cropland in corn	_____	26	28	28
% cropland in small grain	_____	27	32	35
% cropland in misc. crops	_____	4	10	5

Table 3--Yields per acre, Central Wisconsin, heavy soils, 1944

	Your farm	Ave.25 farms	5 farms highest income	5 farms lowest income
Alfalfa, tons.....	_____	2.4	2.1	2.8
Mixed hay, tons	_____	2.1	2.4	2.0
All hay, tons.....	_____	2.0	2.4	2.1
Corn grain, bushels ...	_____	40.0	45.0	35.0
Corn silage, tons	_____	7.5	8.6	8.0
Oats, bushels	_____	44.0	51.0	40.0
Potatoes, bushels.....	_____	147.0	250.0	70.0
Hemp, tons	_____	3.4	3.4	---
Canning peas, lbs.....	_____	1434	1551	---
Fertilizer purchases .. per crop acre, lbs...	_____	54	86	42

One-fourth more livestock was kept on the most profitable farms than on the least profitable. Dairy cows comprised slightly more than one-half of the productive livestock units for each of these two groups. Butterfat, hogs and egg productions were much higher on the highest profit farms, due both to higher production per head and to larger numbers of cows, hogs and hens.

Table. 4--Numbers of livestock and production of hogs, butterfat and eggs, Central Wisconsin, 25 farms, heavy soils, 1944

	Your farm	Ave. 25 farms	5 farms highest profit	5 farms lowest profit
Cows, number.....	_____	17.8	18.0	14.5
Other cattle, number	_____	15.1	13.6	11.7
Sheep, number *.....	_____	8.0	1.4	---
Turkeys, lbs.....	_____	320.0	---	---
Hens, number	_____	143.0	149.0	117.0
Hogs, cwt.....	_____	49.7	90.3	54.8
Butterfat, lbs.....	_____	4071	4330	2901
Eggs, dozen	_____	1468	1366	1015
Horses, number	_____	2.7	2.5	2.1
Productive livestock units ..	_____	31.4	32.4	25.1

* Two lambs equal one head.

Over-all efficiency pays.

Larger acreages in crops, higher crop production per acre and more livestock per farm have been mentioned as contributing to the higher earnings on the most profitable farms. Other factors of importance are: quality of land, feeding efficiency, butterfat production per cow, labor efficiency and the kind of soil. The most profitable farms are average or above in most of these factors.

Farms average or above in	Number of farms	Operator's labor earnings
1 or 2 factors	4	$ 641
3 or 4 factors	7	1718
5 or 6 factors	13	2355
7 factors	1	3342

Feeding efficiency important on livestock farms.

Returns per cow above feed cost and returns per dollar's worth of feed are convenient measures of efficiency of dairy feeding. Relatively high production per cow is essential to the most profitable dairying. The highest producing herds on these farms netted almost $50 more above feed cost per cow than the lowest producing herds, (see table b, page i). Egg production per hen is equally important, (see table d, page ii). Some hog producers got paid for both feed and labor, while others got less than market price for the feed consumed by the hogs, (see table e, page iii).

Operator's Earnings	Man Work Units	Man Work Units per man	Value of crops per crop acre	Crop acres per Livestock unit	Returns per $100 feed	Pounds of butterfat produced per cow	Land use capability Rating
$4342	765	414	$48	1.3	$274	336	96
3742	685	374	44	1.6	249	311	89
3142	605	334	40	1.9	224	286	82
2542	525	294	36	2.2	199	261	75
1942 Av.	445	254	32	2.5	174	236	68
1342	365	214	28	2.8	149	211	61
742	285	174	24	3.1	124	186	54
142	205	134	20	3.4	99	161	47

Figure 1.--A rating of average or better in most of these factors usually results in high operator's earnings.

Table a.--Investment per farm, 25 farms, heavy soils, Central Wisconsin, 1944

	Your Farm	Ave. 25 farms	Ave. 5 highest profit farms	Ave. 5 lowest profit farms
Land and buildings	_____	$9520	$11246	$9288
Machinery and equipment	_____	2504	2200	2399
Supplies	_____	137	538	60
Feed	_____	1803	1958	1577
Productive livestock	_____	3294	3235	2602
Horses	_____	270	199	240
Total investment	_____	$17,528	$19,376	$16,166

Table b.--Feed cost and returns per cow, 16 farms, heavy soils, Central Wisconsin

	Your farm	Ave. 16 farms	Ave. 8 high butterfat per cow	Ave. 8 low butterfat per cow
Number of cows	_____	18.6	16.9	20.3
Butterfat sold per cow, lbs...	_____	206	237	175
Butterfat produced per cow,lbs.	_____	224	256	192
Average price	_____	83.9	82.5	85.3
Feed per cow, lbs.				
Corn and small grain	_____	1022	993	1052
Protein feed	_____	615	743	487
Total concentrates	_____	1637	1736	1539
Alfalfa hay	_____	748	139	1356
Mixed hay	_____	3260	3764	2757
Total hay	_____	4008	3903	4113
Corn shreds, etc.	_____	93	169	17
Corn silage	_____	6058	5778	6337
Total roughage*	_____	6120	5998	6242
Pasture cost	_____	$ 7.00	$ 7.00	$ 7.00
Feed cost	_____	91.00	92.00	90.00
Value of butterfat per cow ...	_____	$188.00	$212.00	$164.00
Returns over feed cost per cow	_____	$ 97.00	$120.00	$ 74.00
Returns per $100 feed	_____	$214	$240	$188

* Includes only one-third weight of silage.

Table c.--Feed cost and returns, all cattle, per cow basis, 16 farms, heavy soils, Central Wisconsin, 1944

	Your farm	Ave. 16 farms	Ave. 7 high butterfat per cow	Ave. 8 low butterfat per cow
Cows, number	_____	18.6	18.8	20.3
Other cattle, number	_____	16.3	16.3	17.2
Lbs. feed per cow				
Corn and small grain	_____	1233	679	1191
Commercial concentrate	_____	648	842	520
Soybeans	_____	9	17	3
Total concentrates	_____	1890	1538	1714
Hay	_____	5786	5153	5527
Corn shreds, etc.	_____	173	75	72
Silage	_____	7953	9206	7851
Total roughage*	_____	8610	8297	8216
Feed cost	_____	$125.00	$116.00	$117.00
Value of produce				
Dairy produce	_____	31.00	26.00	31.00
Cattle increase	_____	187.00	216.00	164.00
Total value per cow	_____	218.00	242.00	195.00
Returns above feed cost per cow	_____	100.00	133.00	85.00
Returns per $100 feed	_____	$198	$230	$183

* Includes only one-third weight of silage.

Table d.--Feed cost and returns from poultry, 13 farms, heavy soils, Central Wisconsin, 1944

	Your Farm	Ave. 13 farms	Ave. 7 high profit farms	Ave. 6 low profit farms
Average number of hens	_____	153	175	129
Number eggs per hen	_____	109	138	81
Lbs. feed per hen				
Corn	_____	16	16	17
Small grain	_____	42	44	39
Commercial feed	_____	28	30	26
Total	_____	86	90	82
Skimmilk	_____	18	--	38
Shells and grit	_____	1	1	1
Feed cost per hen	_____	$2.29	$2.23	$2.37
Value of produce per hen				
Eggs produced	_____	$2.74	$3.37	$2.01
Poultry sales and increase..	_____	.27	.58	-.09
Total credits	_____	$3.01	$3.95	$1.92
Returns over feed cost per hen	_____	.72	1.72	-.45
Returns per $100 feed	_____	$131	$177	$81

Table e.--Feed cost and returns per cwt. hogs produced, 12 farms, heavy soils, Central Wisconsin, 1944

	Your Farm	Ave. 12 farms	Ave. 6 high returns over feed cost	Ave. 6 low returns over feed cost
Pounds of hogs produced	_____	5723	8326	3121
Average marketing weight	_____	188	171	206
Pounds of feed per cwt. hogs				
Corn	_____	226	182	270
Small grain	_____	166	223	108
Commercial feed	_____	67	18	116
Total concentrates	_____	459	423	494
Whey & skimmilk, cwt.	_____	356	221	491
Feed cost exclusive of pasture ..	_____	$11.58	$ 9.66	$13.50
Returns per cwt. of hogs	_____	13.32	13.88	12.79
Returns above feed cost, cwt. ..	_____	1.74	4.18	-.71
Returns per $100 feed	_____	$115	$143	$95

Table f.--Feed cost for horses, 16 farms, heavy soils, Central Wisconsin, 1944

	Your Farm	Ave. 16 Farms
Lbs. feed per horse		
Corn and small grain	_____	552
Commercial feed	_____	13
Total concentrates	_____	565
Alfalfa hay	_____	630
Mixed hay	_____	4078
Marsh hay	_____	137
Total hay	_____	4845
Value of feed per horse	$_____	$46.85
Average number of horses	_____	2.8

Table g.--Farm family living, 25 farms, heavy soils, Central Wisconsin, 1944

	Your Farm		25 Farms		5 highest income		5 lowest income	
	Amount	Value	Amount	Value	Amount	Value	Amount	Value
Eggs, dozen....	_____	$_____	137	$41	114	$35	154	$46
Poultry, lbs. .	_____	_____	96	21	146	32	73	16
Milk, qts.	_____	_____	1244	68	1390	76	1263	70
Cream, pts. ...	_____	_____	37	7	---	--	46	9
Beef & veal, lbs.	_____	_____	278	30	405	48	160	16
Pork, lbs.	_____	_____	481	63	600	78	376	49
Potatoes, bu. .	_____	_____	17	21	20	26	25	29
Vegetables		_____		50		54		77
Fruit		_____		17		38		17
Canned veg. & fruit, qts. .	_____	_____	243	62	254	66	296	71
Wood, cords ...	_____	_____	20	92	16	96	36	121
House rent		_____		172		182		161
Total		_____		$644		$731		$682